

# MANATEE COUNTY GOVERNMENT REVISED INTENT TO AWARD

<b>SUBJECT</b>	Medical supplies for the Emergency Medical Service	<b>DATE POSTED</b>	MC <i>X SE 11/17/17</i> DS <i>X SE 11/17/17</i> CC <i>N/A</i>
<b>PURCHASING REPRESENTATIVE</b>	George Earnest CPPB, Buyer PH (941) 749-3044 <i>JE</i>	<b>DATE CONTRACT SHALL BE AWARDED</b>	Seven days after the date Posted
<b>DEPARTMENT</b>	Public Safety, EMS Division	<b>CONSEQUENCES IF DEFERRED</b>	Inability to obtain medical supplies
<b>SOLICITATION</b>	IFB 17-1032GE	<b>AUTHORIZED BY DATE</b>	Theresa Webb CPPO, CPPB, CPSM, C.P.M. <i>TWebb</i> Procurement Official November <i>16</i> , 2017

### NOTICE OF INTENT TO AWARD

Notice of Intent to Award Invitation for Bid 17-1032GE: Medical Supplies, to the lowest responsive and responsible bidder per group, to multiple bidders for an estimated one-year contract amount of \$622,099.84.

Bound Tree Medical LLC. – Groups A, C, D, I & J

Midwest Medical Supply – Group B

Henry Schein, Inc. – Groups G & H

Nashville Medical dba EMS Products, Inc – Group E

### ENABLING/REGULATING AUTHORITY

Manatee County Procurement Code

### BACKGROUND/DISCUSSION

- The Work included in this Invitation for Bids (IFB) consists of providing medical supplies in support of the Emergency Medical Services Division of the Public Safety Department.
- Provided that there are no changes in price, terms or conditions, this contract may be renewed past the initial one-year (1) term for four (4) additional twelve (12) month periods not to exceed a total duration of sixty (60) months.
- As a result of formal competitive sealed bid procedures, a total of nine (9) bidders submitted a sealed bid for consideration. The attached Bid Tabulation provides the breakdown of the bids received.
- Additional products may be added or deleted during the term of the contract.
- Continued on next page.

**BACKGROUND/DISCUSSION CONTINUED**

- The Basis of Award for this IFB, as stated in Article D.01 of the bid documents, will be made on a Per Group Basis to the responsive, responsible bidder having the lowest total offer per group listed on the Bid Form. Bidders are required to bid all items within a group to be responsive.
- In reviewing the bids, several bidders did not supply pricing for all items within a group. These bidders have been noted as Non-responsive on the Bid Tabulation Summary attached. Group F – Stryker Parts received no responsive bids and will be acquired separately.
- On November 7, 2017, a recommendation was received from the Public Safety Department recommending award to Bound Tree Medical LLC for Groups A, B, C, D, I & J; Henry Schein, Inc. for Groups G & H and EMS Products, Inc. for Group E.
- During the Intent To Award posting period, Midwest Medical Supply provided the County with evidence that their offer for Group B was responsive and as the low bidder should receive the award for Group B. Manatee County agrees and is revising the Intent To Award to declare Midwest Medical Supply as the responsive and responsible bidder with the lowest group total for Group B.

<p><b>ATTACHMENTS</b> (List in order of attached)</p>	<ul style="list-style-type: none"> <li>• Revised Tabulation Summary</li> </ul>	<p><b>FUNDING SOURCE</b> (Acct Number &amp; Name)</p>	<p>Public Safety Operational Fund</p> <p><input checked="" type="checkbox"/> Funds Verified</p> <p><input type="checkbox"/> Insufficient Funds</p>
<p><b>ANNUAL COST SUMMARY</b></p>	<p>Bound Tree Medical, Inc. \$518,676.26 Henry Schein, Inc. \$9,810.73 EMS Products, Inc. \$14,197.75 Midwest Medical Supply \$79,415.10</p>	<p><b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)</p>	<p>Release Orders issued from Blanket Purchase Orders on an "as needed basis".</p>

Revised Bid Tabulation Summary  
 IFB 17-1032GE, Medical Supplies

Group totals are shown only for those bids that are complete (all items have been bid) and responsive.

Award bids are signified in **bold**.

Group	Boundtree	Global Health	Sun Surgical Supply	Midwest Medical Supply	Diamond Pharmacy	Ever Ready First Aid	Henry Schein	Quad Med	Nashville Medical dba EMS Products
A Oxygen	<b>\$65,770.15</b>	\$114,727.15	Non-responsive	\$75,546.75	Non-responsive	\$84,947.75	\$80,085.00	\$78,447.40	\$79,040.10
B Misc.	\$85,844.59	\$97,982.81	Non-responsive	<b>\$79,415.10</b>	Non-responsive	\$108,532.80	\$102,486.79	Non-responsive	Non-responsive
C Immobilize	<b>\$33,963.00</b>	\$87,085.00	Non-responsive	\$36,953.00	Non-responsive	\$39,040.00	\$41,079.00	\$38,524.00	\$40,875.00
D PPE	<b>\$36,283.75</b>	\$50,764.30	Non-responsive	Non-responsive	Non-responsive	\$54,414.00	\$49,239.24	\$38,160.85	\$42,064.95
E Plastic Products	\$16,640.87	\$23,223.51	Non-responsive	\$18,174.83	Non-responsive	Non-responsive	\$15,062.84	\$27,872.65	<b>\$14,197.75</b>
F Stryker	Non-responsive	Non-responsive	Non-responsive	Non-responsive	Non-responsive	Non-responsive	Non-responsive	Non-responsive	Non-responsive
G Splints	\$5,503.37	\$6,101.33	Non-responsive	\$5,991.97	Non-responsive	\$5,134.00	<b>\$4,724.68</b>	\$7,237.45	\$6,295.00
H Bandages	\$7,319.66	\$31,759.63	\$7,017.45	\$6,952.96	Non-responsive	\$6,902.80	<b>\$5,086.05</b>	\$7,531.60	\$6,232.40
I Medicines	<b>\$274,576.76</b>	Non-responsive	Non-responsive	Non-responsive	Non-responsive	Non-responsive	\$600,366.00	Non-responsive	Non-responsive
J Laryngoscopes	<b>\$108,082.60</b>	\$264,835.60	\$197,430.60	\$132,900.00	Non-responsive	\$205,339.00	\$125,873.8	\$157,838.10	Non-responsive
Discount	20%		40%	28%	20%	5%	G & H	14%	
Awarded Groups	A, C, D, I & J			B					E